

# NEO GEO 38" STANDARD (CGA) & HIGH (EGA) RESOLUTION CABINETS



- Fully interchangeable control panels. Fit a single, double, three or four player panel, a driving panel (complete with steering wheel and gear stick), or a gun fighting panel (complete with holsters) to the same cabinet.
- Quality 38" TV tube and monitor suitable for both standard (CGA) or high resolution (EGA) games.
- Ultra reliable NRI electronic coin acceptor that accepts all coins and tokens. Full meter accounting system.
- Front mounted twin speakers to ensure sound clarity and volume control.
- Secure steel front door with heavy duty padlock bracket. Steel cash box and lockable steel lid. An alarm system can be fitted as an optional extra.
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- Quality formica laminate over 18mm customwood construction with steel reinforcing.
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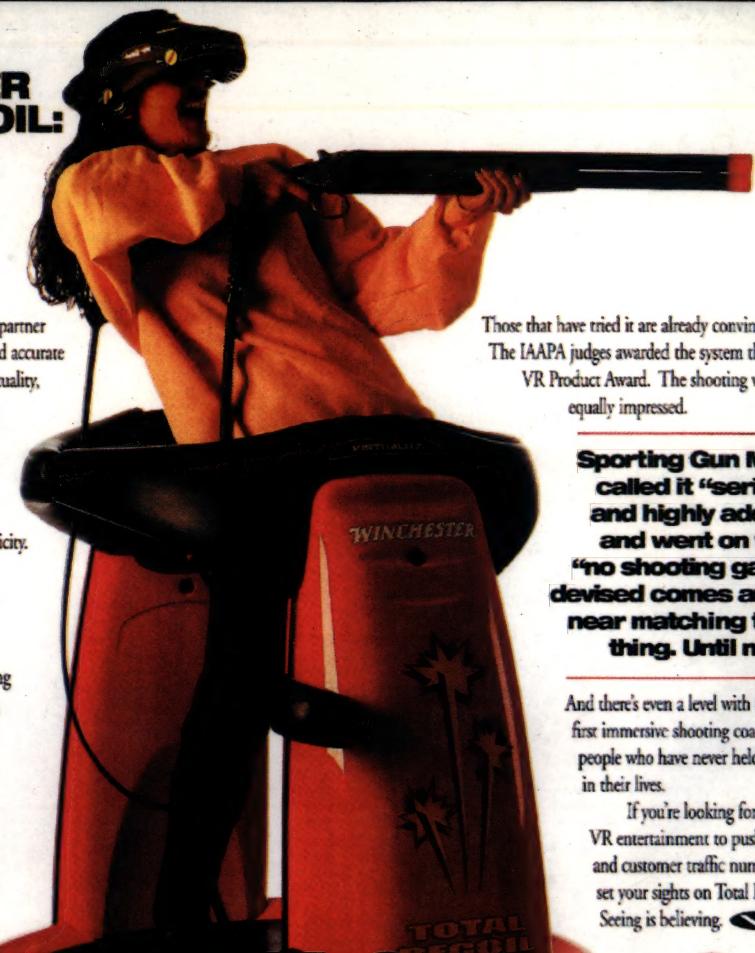
# WINCHESTER TOTAL RECOIL

## WINCHESTER TOTAL RECOIL:

### The World's First True-To-Life Shooting System.

When Winchester™ was looking for a partner to create the world's most advanced and accurate shooting simulator, they looked to Virtuality, the world leader in VR entertainment. The result—Total Recoil™, a knock out, award-winning VR shooting system that'll keep your customers coming back for more.

Total Recoil's strength is its simplicity. All players have to do is select a game, step into the fiery red machine, put on the high resolution headset, pick up the gun and fire away! Now they're surrounded by a 360° world of stunning 3D graphics and sound. The shooting experience is so real it even has recoil! Virtuality engineers worked with Winchester and firearms simulation specialists to create a replica of the classic Model 101 over/under shotgun that uses a CO<sub>2</sub> powered mechanism to deliver the satisfying kick shooters expect.



Those that have tried it are already convinced. The IAAPA judges awarded the system the Best New VR Product Award. The shooting world is equally impressed.

Sporting Gun Magazine called it "serious fun and highly addictive," and went on to say "no shooting game yet devised comes anywhere near matching the real thing. Until now."

And there's even a level with the world's first immersive shooting coach for people who have never held a shotgun in their lives.

If you're looking for "can't miss" VR entertainment to push your revenue and customer traffic numbers higher, set your sights on Total Recoil. Seeing is believing.



# TIME OUT

SEPTEMBER 1996



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VIRTUALITY.

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Killer Jumps and Tricks!  
Intense Courses!  
Exhilarating simulation of the sport!

04

GOAL



50



AVAILABLE  
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This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

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Alpine Racer has eclipsed  
the Highest Income Ever  
Recorded from a Single  
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**Brings the Mountain to You**





# WAVE SHARK™

- Participant Interactive — offers more physical control than any other game of its type. Action control is just like the real thing. Full motion simulation can only be found on Wave Shark!
- Player chooses from 3 exciting courses and 3 levels of difficulty.
- Up to four games can be linked for competitive racing and tournament play.
- Large 50" screen and the choice of two player viewing positions add unparalleled excitement.

**THE MOST FUN YOU CAN HAVE WITHOUT GETTING WET!**

Model: Wave Shark  
Dimensions: 47.6 W X 88.2" H X 96" D  
Weight: 935 lbs.

Limited Quantities Available Now!

**TIME OUT**

# CLASSIFIEDS

## FOR SALE

Cruisin' USA twin, great condition	\$18,000
Suzuki 8 Hours twin	\$14,000
Lethal Enforcers board & guns	\$1000
Dark Stlakers "A" board	\$200
Street Fighter Challenges "A" board	4200

PH JON, CHRISTINE OR ALFRED 06 867 0776

## WANTED TO BUY

Daytona linked 26" driver - prefer c/c model  
Cheap Flying Games

PH ROBERT BRIGGS 025 946 724

## FOR SALE

Wizards Tauranga  
Plant \$267,000.00. Stock \$500.00  
Goodwill open to offers. Profit last year was \$106,000.00 and after upgrade and revamp, profit looks like improving 50% this year.

PH ROBERT BRIGGS 025 946 724

## LOGIC BOARDS FOR SALE

Street Fighter Alpha B	\$1000
Killer Instinct 1	\$3000

PH WAYNE 07 868 8999

## PCB FOR SALE

Tetris Plus A & B boards	\$2250
Ultimate Mortal Kombat	\$3250
Virtua Fighter 2 26" dedicated	\$10,500

PH ALF PIVAC 09 434 3439

## FOR SALE

Addams Family Pinball	\$3000
PH PETER 025 751 067	

## FOR SALE

Drug Wars 50"  
Killer Instinct 2 dedicated  
Street Fighter Alpha c/w 26" cabinet  
Ultimate MK3 c/w 26" cabinet  
The owner of an established Laserstrike centre in South Auckland wishes to sell his business as a going concern. The business operates 15 guns in working order. \$105,000.00

PH JOHN 09 298 1100

## FOR SALE

Jackal	\$50
Mortal Kombat 2	\$850
Spinal Breaker	\$75
Street Fighter 2	\$250
Street Fighter Hyper Fight	\$350

PH 09 525 0200

Tekken  
Twin Cobra

\$1500  
\$100

PH MIKE 09 309 3127

## FOR SALE

3/4 Quantum Pool Table with electronic coin mech, slat top and blue cloth. As new condition \$4000 or trade

PH GRAHAM BARRETT 09 846 6446

## FOR SALE

3/4 SuperPool Table with blue cloth and NO coin mech as new condition \$3500

PH JOHN 025 930 131

## PCB FOR SALE

Armoured Warriors (B)	\$650
Dark Stalkers (B)	\$650
Karate Tournament	\$420
Lethal Enforcer Kit	\$1975
Lord of the Gun	\$1000
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
NBA Jam TC	\$1750
Street Fighter 2 CE	\$450
Street Fighter 2 Hyper Fight	\$350
Street Fighter 2 Turbo (B)	\$590
Tekken	\$1600
X-Men (B)	\$1200

## DEDICATED FOR SALE

Cyber Sled 26" twin sitdown	\$9000
Exhaust Note 26" twin sitdown	\$9850
Grand Prix Star 26" twin sitdown	\$8950
Lethal Enforcer 26" cabinet	\$4400
Revolution X 25" cabinet	\$4990
Virtua Cop P-Type 40"	\$18,500
Virtua Racer 26" twin sitdown	\$14,500
Winning Run deluxe mover	\$5900

## REDEMPTION FOR SALE

Dump the Ump	\$5000
Flintstone Kiddie Rides	\$5800
Little Hoop Shot	\$5000
Razzle Dazzle	\$5800

## PINBALLS FOR SALE

Creature/Lagoon	\$2950
Dr Who	\$3500
Fish Tales	\$2750
Twilight Zone	\$3750

# GAME REVIEW

## RAYSTORM



### LAST BRONX

Sega's latest beat-em-up, Last Bronx, transports players into urban Tokyo where young gangs are fighting for control of the streets.

The stage is set after Tokyo's toughest gangs decide to bring their warfare to an end. Their solution is to let the tribe leaders fight each other in decisive one-on-one battles, with the winner's gang taking control of the city.

There are eight fighters to choose from, including Zaimoko, Tommy and Joe and



female warriors Lisa, Yoko and Nagi. Weapons, apart from feet and fists, include nunchucks and tonfas.

## SIDE BY SIDE

In driving games, players expect to have more realistic feeling. All cars appearing in this game perfectly simulate cars that you have actually seen or driven. There are several race courses with various difficulty, each of them has a background that presents beautiful scenery in one of the four seasons in Japan. Use your driving technique and be the king of highway speedsters!



### PARTY MACHINE

The Party Machine Cash Cube Money machine is designed especially for locations that specialise in birthday party promotions: family fun centres, large pizza restaurants with family entertainment, and rollerskating rinks, etc. One-piece unit requires no set-up, fits through any standard doorway, and can be rolled easily from one location to another with an optional built-in dolly system.



With state-of-the-art digital electronics, cheerful yellow powdercoat finish and easy one-button operation, the Party Machine can be used with real money, coupons or privately printed "fun bucks."

## SMART INDUSTRIES

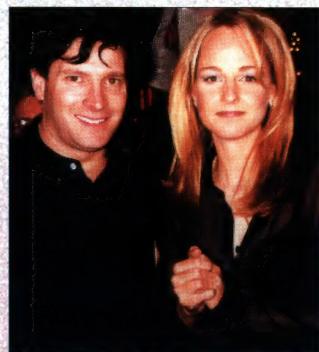
U.S.-based Smart Industries has released Pit Stop CS 42, a crane which boasts many features of stock car racing on which it is based. With authentic sounds from a race, the crane also has a steering wheel, gear shift and gas pedal. Equally impressive is the decal package and graphics and the stand top double marquee.

Security features include a triple locking front door, a cash box which is only accessible from the inside and tempered safety glass. In addition, there is a dual bill acceptor, prize counter and photoeye, LED credit/time readout and a medium jumbo claw.



## GLOBETROTTER

Globetrotter's definitely at the wrong end of the business! Away from Bermuda's sunny climes Sega Pin's Joe Kaminkow gets to hang out with actress Helen Hunt, star of the movie Twister - which just happens to be the inspiration for Sega's new pin table.



## TOUCHMASTER COUNTER

The new Touchmaster Counter was shown by Williams at the recent Deith Summer Preview. The touch button game has recently been redesigned internally to take a bigger cash box. Ten games are included, while the game can also be customised in corporate colours.

Colin Mallory of Deith is pictured above with the new Touchmaster.



## SIMEX SPEEDS INTO PUSAN

Toronto-based simulation pioneer SimEx Inc. is to provide two fully themed simulators and 70mm software for the Children's Traffic Safety Museum in Pusan, Korea.

Produced under contract to Korean company Cheil Communications, a four and a half minute 70mm simulator film entitled StarGeo's Speed Journey has already been produced,

combining animation and live action to tell the story of transportation. The museum will be the first venue to receive the new SimEx six-seat electronic simulator. Developed

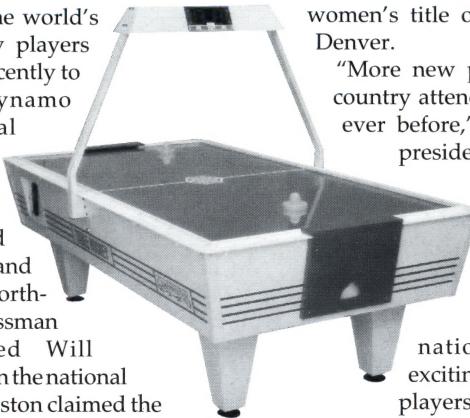
especially for smaller commercial venues, the system features a six degree of motion freedom simulator, a 70mm projection system, special formats screen and surround sound audio.



## CHAMPIONS CROWNED AT TABLE HOCKEY SUPER BOWL

More than 120 of the world's best table hockey players convened in Houston recently to square-off in the Dynamo Hockey National Tournament billed as the Super Bowl of table hockey.

Players competed for \$NZ10,000 in cash and prizes awarded by Ft. Worth-based Dynamo. Tim Weissman of Houston defeated Will Upchurch of Dallas to win the national title. Patrice Nale of Houston claimed the



women's title over Gretchen Denner of Denver.

"More new players from around the country attended this tournament than ever before," said Mark Struhs, vice president of sales and marketing for Dynamo. "The new team events and women's tournament provided opportunities for new players to participate and win. The national tournament is as exciting for us as it is for the players."

## SEVENTH PINBALL CHAMPIONSHIP

More than 100 operators and 170 players came together in Toulouse recently, for the 7th French Pinball Championship.

Airborne (Capcom), Andretti (Gottlieb), Attack from Mars (Bally) and Golden Eye 007 (Sega) were the official pinball games for the two events which kicked off in the presence of the principal sponsors.

The French Championship brought together the best French players who had come through local qualifying games which had attracted more than 20,000 players.

Stephane Seille, a player from the Ardennes, carried of the title of Champion of France, while Emilie Duanois, the Women's Champion of France and Europe for 1995, became Women's Champion of France for the

second year in succession.

This great pinball festival was also an opportunity for the operators, importers and retailers to confront each other in the Commercial Open and the Operator's Open.

The Commercial/Importers' Open was won by Michel Oblin (Avranches Automatiques) ahead of Jim Gorman (Sega Pinball), while the Operators' Open (CFA Trophy/Edouard Chérel Cup) was won by Jean Monnaux, an operator from the east of France.

The Kunick Group offered a Congo table (Williams) to the best operator In the Open.

The latter then presented it to the Technical School at Offranville which trains future technicians in the maintenance of automated games.

## RELEASE DATES: NEW GAMES A-COMIN'

At presstime, we got the following US market release from factories and distributors. Namco's Alpine Surfer was slated to start shipping in late July or early August. WMS shipped samples of its new countertop Touchmaster in July, with production units planned to ship from August 15. As of August we were able to get confirmed, official release dates for WMS's War Gods video with authoritative sources

saying it will, indeed, be released to the coin market (some rumours had suggested it might skip the arcades and go straight to the home market). Sega's Die Hard: The Trilogy (based on all three movies under license from 20th Century Fox Studios) was slated to go out as a coin-op title for their Titan system in August; sources said home game versions also begin shipping by August 20 (PlayStation) and September 17 (Saturn).

# GAME REVIEW

## ENCOUNTARIUM F/X THEATRE



Themed theatre incorporates a patent-pending technology which creates visual images and forms where there is no visible means of projection or screen: real size, real-time, full colour motion and sound without 3D glasses of any kind. Multi-media theatrical presentation puts the audience in the centre of the experience! Encountarium Theatres can accommodate an audience of 200-300 persons within a total facility space of 10,000-20,000 square feet, with a typical 20-30 minute main show that results in a potential customer

throughput of almost 1000 guests per hour. The facility also offers a design configuration which includes a pre-show area, food and beverage operation, and retail space-increasing the possible length of stay to an hour or more per person (and increased per capita spending).

## GAELOCO, SPAIN

Gaelco is to introduce three new games onto the market this year, Maniac Square (due out shortly), Snowboard and Speed Up, a polygon based 3D dedicated racing game. The latter two are to be commercialised in September. Also well-known for its World Rally PCBs.



## DUNKMANIA FROM NAMCO

Dunkmania, a one-to-four player kit, features detailed 3D effects and advanced lighting techniques to offer realistic basketball gameplay. Real-time flat shading lends itself to cutting-edge graphics which, when combined with various camera angles, adds depth - players 'see' a highly polished hard wood floor, and other rich details. Selecting one player from a 10-team menu, gamers have the option of several competition combinations, such as one player versus the computer, two players versus each other and so on. Using an eight-way joystick and three buttons,



slamdunkers control their chosen characters, whose facial expressions are hilariously rendered - b-ballers grimace, sneer, etc. in response to game action! Realistic movements like numerous dunking options, and body maneuvers make Dunkmania live up to its name. Through a variety of button combinations, vid-game players can block opponent's shots and avoid offensive moves. Instant replays from various camera angles allow players to relive their sports moves. Game buy-in is allowed until the last 15 seconds.

# GAME REVIEW

## MIDNIGHT RUN



Newly launched is the single player upright Midnight Run machine which joins the family of cockpit player versions released by Konami. The single player machine has many of the attributes of the simulators but is produced for smaller locations.

## TOKYO WARS

Namco is pleased to present the most intense, body jolting, head-to-head combat game ever created! Tokyo Wars, another addition to Namco's "high-tech/high-touch" arsenal of games to debut this year will be toppin' the charts in September. Tokyo Wars will be available in a super deluxe 4 player game (it's a biggie!). "The game has been tested in various configurations", states Frank Cosentino, VP of Sales and Market. "We've found that ton for ton (we're talkin'

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tanks here) you get the most for your dollar with a 4 player configuration." Tokyo Wars is fueled by Namco's Super System 22. With the state-of-the-art graphics, 50" screen, unique controls and recoil of the tank platform are combined you get a winning product.

One to four players can play simultaneously. Players can choose to join together in several different combinations. For instance, 1-3 player position can fight against the fourth player or the CPU or all four players can match their skills and challenge the CPU. There are numerous possibilities. Players join together in one of two armies (camps), The Green Army or The White Army. Players operate either a white or green tank, depending on which position they choose. All tanks are equal in capabilities. That's one of the reasons the game is sooo intense. You get a tank on your tail and if there's no place to hide you can't out run it and you end up a crispy critter. Eight tanks storm through the battlefield simultaneously. The balance of the tanks wait in the reserves until they are needed (unless you're hell-of-a-good and never need to call 'em in!).

Players select from two battlefields, the Bay Area or Down Town. The Bay Area battlefield is relatively small and simple allowing the player time to get comfortable with the controls and develop basic strategy. Once the player feels comfortable with the first battlefield they can then improve their skills in the Down Town complex battlefield. Either way, when you get a group of players rippin' around the battlefields, the game play is fast and fierce, not to mention fun to boot!

# PREDICTION PINS UP, PRESSIMISM DOWN

I sell pinballs so I have a vested interest in the pin market. Over the past year or so my customers have reported a drop in earnings while, of course, the usual degree of required maintenance goes on. As a result, there is a lot of concern right now about pinball's relevance and viability in our market.

To put it in perspective, pinball has been with us for over 70 years. Moreover, the pinball related amusement concept goes way back. There have been, for sure, times when pinballs were very popular and times when this was not the case. But overall, pinball continuity has gone on. During my 23 years in the coin-op industry I have seen three downturns in pinball: one in the late 70s, one in the mid 80s and the current one. But pinball has always come back.

Pinball interest is not constant. Its relative popularity hinges on many variables such as the attention going towards competitive amusement forms and the quality and innovative aspects of pinball itself. It seems in my lifetime that the resurgence of pinball is initiated by a fabulous new game with a new, catchy wrinkle.

In the 70s it was Flash and Black Knight. In the 80s it was High Speed and later The Addams Family.

Recently such offerings as

Big Hurt have helped buoy up pinball interest.

If pinball waxes eternal, what it required to keep the operators' faith alive when the return on investment is sagging?

First, manufacturers must commit to continuing and even escalating the level of innovation in new product.

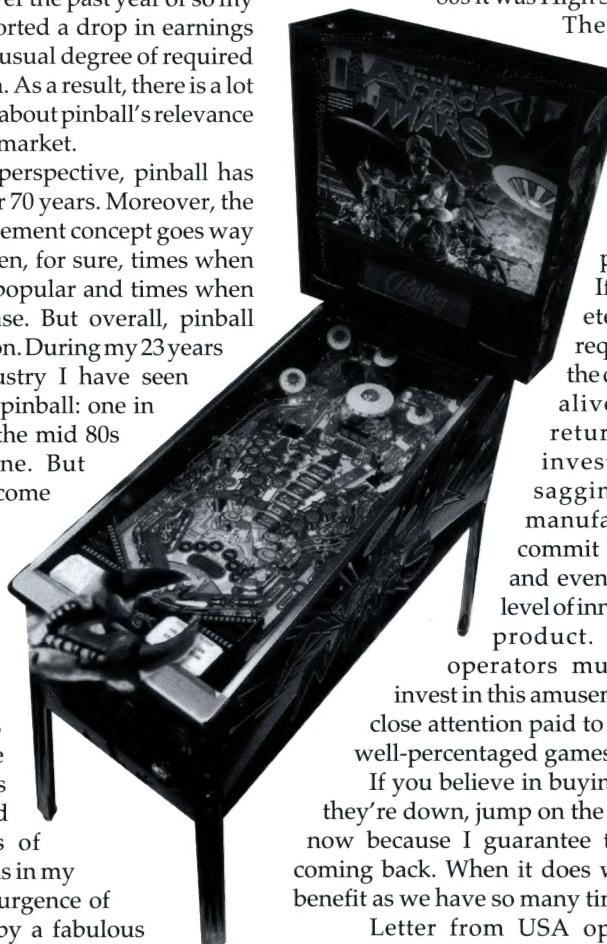
Secondly, operators must resolve to invest in this amusement form with close attention paid to running clean, well-percentageed games.

If you believe in buying stocks when they're down, jump on the pinball wagon now because I guarantee that pinball is coming back. When it does we all stand to benefit as we have so many times in the past.

Letter from USA operator David Sandler. Courtesy Replay.

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## RECREATIVOS PRESAS



Recreativos Presas of Spain has released a new crane model called the Illusion Crane Mini. Its smaller size makes it suitable for any kind of location, while the claw is available in two different sizes. The crane also comes with either mechanical or electronic coin counter.

## JEANS NEWS

Levi Strauss is trailering "personal pair" tailoring at four sites in the US. The programme uses customised software to fit a pair of tapered leg jeans precisely to the customers' body. The sales assistant feeds details of the customers measurements into the computer, and the PC generates a code number of a pair of trial jeans with the correct measurement which the customer tries on. Small changes can then be made to perfect the fit. Once the customer is totally satisfied, the co-ordinates of the final prototype are sent by modem to the Levis' factory. Within three weeks the customer has their customised jeans with an individual customer bar-code sewn into the waistband. Further orders can be made at any time using the bar-code as a reference. The company reports an "outstanding" result to the trials.

## NSM TO SHUT DOWN US ASSEMBLY FACILITY

In a cost cutting move, German jukebox manufacturer NSM has announced that it will shut down its only United States plant, located in Gastonia, NC, at the end of July. The US manufacturing facility opened in May 1995.

According to NSM officials, all

manufacturing will now be done at corporate headquarters in Bingen, Germany.

The plant closing will not effect the parent company's NSM America operations. Based in Bensenville, IL, NSM America provides domestic sales and service for the American market.

## WILLIAMS TO REDUCE PINBALL OPERATIONS

WMS Industries Inc., announced at the end of June that its board of directors had approved a restructuring designed primarily to reduce regulatory "burdens and risks," enhance shareholder value by enabling investors to value three distinct areas of the company's operations and reduce pinball-operations expenses.

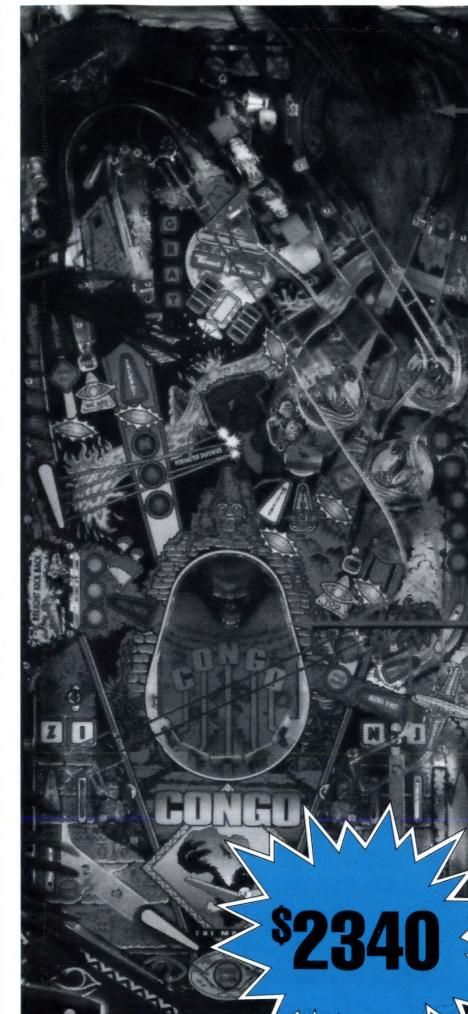
In light of the "softness of the worldwide coin-operated pinball machine market," the directors' authorisation of immediate cost reductions in that area is "intended to reduce the impact this business

has on WMS' operations while enabling the company to redirect financial and personnel resources to its growing casino gaming-device business," the spokesman said.

If all the proposals are completed, WMS would be divided into three publicly traded entities: Hotel/casino management corp. in Puerto Rico; Design manufacture, market and distribute coin-op arcade video games and home games; Design, manufacture, market and distribute casino gaming devices, video lottery terminals and coin-op pinball games.

# SPECIALS

## COIN COUNTER



\$4.90



\$2340



\$665

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KIT - UPGRADE YOUR WORLD  
CUP, FLINTSTONES, JACKBOT  
OR DIRTY HARRY TO A NEW  
CONGO PINBALL**

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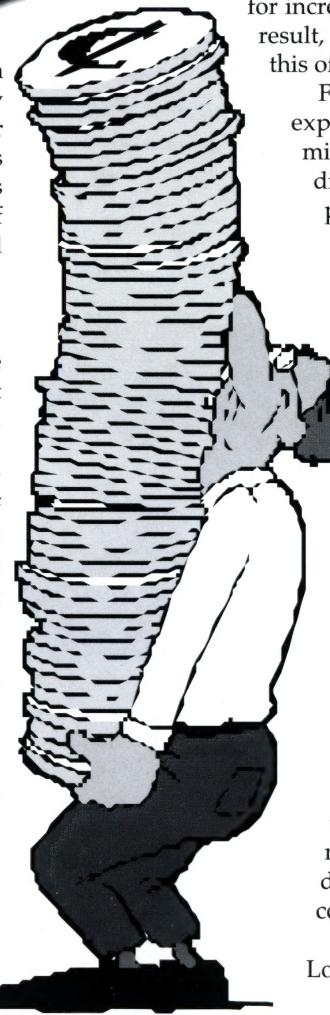
# CROSS PROMOTIONS

Cross promotions can be an effective and relatively inexpensive way to market your business. The reason a cross promotion is effective is explained with the three C's of cross promotion - Cost, Control and Credibility.

## COST

There is very little cost. The expensive part about advertising is the distribution. The cost of creating a local radio, TV or newspaper ad is relatively low compared to the cost of running that ad. With a cross promotion, however, you get free distribution of your advertising message.

One example relevant to the leisure market involves a cross promotion between a McDonalds Restaurant and a local Family Leisure Centre. The restaurant hosts a large number children's birthday parties every week and were approached by the leisure centre with an offer of free game vouchers for everyone who booked birthday parties with them.



Realising this meant added value to their birthday packages and the potential for increased sales and demand as a result, they were pleased to accept this offer.

For the leisure centre the only expense is printing (which is minimal) and the restaurant staff distribute the vouchers at each party so no cost is involved there. Every week the centre gets an average of 100 free game vouchers presented from this one promotion and of these groups, coming through over 90% spend money on top of the freebies.

This particular cross promotion with its combination of food and entertainment has proved to be very popular with family groups as borne out by the steady increase in party bookings and voucher redemptions.

Next month we will look at the control aspects of cross promotions of which there are four types: numerical, geographical, demographical and competitive. Stay tuned.

Logan

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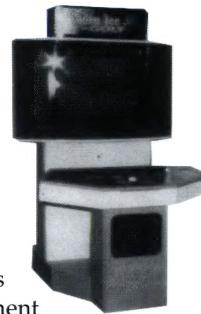
## DISNEY PLANS TO OPEN ITS OWN CHAIN OF FUN CENTRES

Outposts of the Magic Kingdom? The Los Angeles Daily News spilled the beans on July 9 that the Walt Disney Co. is planning to enter the location-based entertainment biz (multiple entertainment attractions and themed restaurant complexes, all at one site). Operations vet Steve Dooner heads the planning out of their Glendale, California based Disney Stores Division. No details on sites or strategy are available yet, but Steve

did confirm Disney is doing this one alone, without any partners in the venture. The stores division has already enjoyed notable success with its chain of mall-based retail sites. These places sell Disney toys, videos and clothing .... so the obvious question is will Disney simply rent retail space in the same venues to expand existing stores to include food, games and other attractions? Or will it create separate brand-new venues? Stay tuned.

## IT WORKS ON THE STREET! I.T.'S MODEM-LINKED VID SCORES

It's true that nothing convinces an operator like a full cash box, then by now the entire industry should be "believers" in modem linked video tournaments. Incredible Technologies' modem based dedicated video version of Peter Jacobsen's Golden Tee 3D Golf held its first multistate contest from mid June to July 7. This was the first I.T. modem based tournament where operators used actual "paid for" production units of the game rather than test



units. Some 145 machines in six states - Wisconsin, Kentucky, Illinois, Ohio, Indiana and Pennsylvania - participated in the ground breaking event. With cash prizes worth thousands of dollars at stake, hundreds of players competed .... resulting in collections of up to \$1300 per week in some cases, said the factory. "One of my locations had players standing outside waiting for the place to open so they could get into the tournament!" said one enthusiastic op.

## PREMIER PINBALL'S OUT OF BUSINESS

The down-cycle in pinball machine sales claimed its biggest victim July 9, 1996 when the owners of Premier Technology threw in the towel in this, their third consecutive year of heavy financial losses. They have become a single-product company in recent times (pinball) and the world market for theirs or anyone else's flipper games had gone soft.

The last machine built at their leased Bensenville plant before company executives turned off the production line that final Tuesday was Barb Wire, a pingame named for that tough blonde cookie on a Triumph bike who can win over all obstacles. But that's in the movies ... this is the real world.

At presstime, it was the decision of Premier's owner-partners to hire an

"assignee" named Howard Korenthal to liquidate all of the company's assets at one single "bulk auction" to take place August 2 or 5. Korenthal is an assignee rather than a "trustee" because Premier's departure is not a bankruptcy action.

According to Replay Premier had roughly \$NZ8.3 million in assets and \$NZ21 million in debt as of May 31, 1996. Only \$3.4 million of that debt is secured, and is owed to the Cole Taylor Bank (Chicago) and to Mondial International (Pelham Manor, NY).

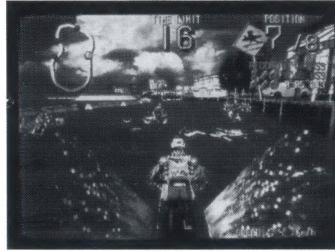
At the time of print rumours indicate that the company was sold to an unnamed buyer in one lot at auction with details expected soon on parts supply. It seems unlikely that new pinballs will be released. The bidding started at \$NZ2.8 million.

## UK

**U**K redemption company Cromptons has joined forces with US company ICE in a two way exclusive distributorship deal for England and the US. ICE is currently working on a batch of new games including dedicated video games and redemption games.

## KONAMI'S GOT GREAT NEWS: EARNINGS ARE WAY UP!

**A**fter running in the red for two years, Konami Ltd (Japan) was solidly in the black during fiscal 1995-96, with gross revenue for the parent firm and all its worldwide subsidiaries up 41.5% over the previous year. Coin-op games made an especially dramatic recovery, rebounding 71.7% over the previous year. Home video sales figures were up a



healthy 31.3%; arcade and pachinko operations in Japan skyrocketed by 108.2%. As readers know, Konami has made major investments in hi-tech R&D and in American plant during recent years and this is now paying off with some very fine simulator products like their latest, Winding Heat and Wave Shark.

## JAPANESE MAJORS SCORE BIG IN 1996

**S**ega Enterprises is still riding high at the top of the coin-op charts, as the four Japanese coin-op giants posted their financial results for the year ending March 1996. However, Namco made considerable strides to catch up, thanks largely to its lack of commitment to the 16 bit consumer game market.

Sega posted revenues of \$NZ4,627 million, up 3.9 per cent on the previous year, and led the market in both consumer and coin-op sectors. But profit dropped 63.3 percent, to \$NZ70 million due to poor sales of 16 bit consumer games.

The company also incurred heavy losses in the liquidation of its European consumer subsidiaries. Coin-op games, however, sold well accounting for \$NZ1,135 million of turnover, up 38.4 percent on 1995. Arcade operation also rose 10.7 per cent, \$NZ1,097 million.

Namco increased its revenue by 12.2

percent on 1995, to \$NZ1,145 million and more than doubled its 1995 profits, reaching \$NZ54 million. Like Sega, Namco's coin-op sector received a significant boost, accounting for revenues of \$NZ330 million, up 20.5 percent on the previous year. Arcade operation accounted for 52.1 percent of total revenue, rising 11.5 percent to \$NZ596 million.

Both Sega and Namco are bullish for the current financial year, Sega projecting profits of \$NZ133 million and Namco aiming for \$NZ80 million.

However Taito, Japan's other operating giant, saw revenues drop 17.6 percent to \$NZ1,000 million and posted a loss of \$NZ127 million. Sales of coin-op games dropped a massive 48.7 percent to \$NZ99 million while revenue from operating also fell 4.8 percent.

Consumer games company Nintendo, which continues to distance itself from coin-op posted \$NZ4,016 million in revenue and recorded profits of \$NZ684 million.



### LATEST WILLIAMS PINBALL PRESENTS TIMELESS STORYBOOK THEME

**I**f you found a magic lamp containing a genie who granted you three wishes, you must have been playing Tales of the Arabian Knights, the new pinball game from Williams Electronics. The theme is timeless (just ask the Disney people, who are still raking in megabucks from their hit movie "Aladdin"). The theme is also a proven winner with both males and females. Execution is state-of-the-art, too: playfield features include interactive mechanical effects, a 3D model of an Evil Genie, a spinning 3D Magic Lamp, ramps, multiball, advanced digital sound, dot-matrix animation and more.

"Pinball games have the unique ability to transport players to another world," stated Sales VP Joe Dillon. "With Tales of the Arabian Knights, players are plunged into the mystery and intrigue of ancient Baghdad. They can battle a magic genie, charm a cobra and rescue a princess who is imprisoned inside a magic lamp."

Object of the game is the travel through the city and complete seven of the famous stories - Aladdin and his lamp, Scherezade, a Camel Race, a Flying Horse, Flying Carpet, Ali Baba & the 40 thieves, and the Cyclops. Each completed adventure adds another "jewel" to the player's magic scimitar sword. When the sword is fully bejewelled, the player can confront the Evil Genie and thus free the captive princess.

Game design ensures that players of all skill levels can access and enjoy key playfield features. For example, Aladdin's lamp is positioned mid-playfield so that less-

skilled players can still hit it, causing it to spin and grant "wishes" (ranging from bonus points to more jewels for the sword). Positioned in the upper left corner, next to the Evil Genie character, you'll find the "flaming gong." This is a spinning wheel with fiery artwork on it; the gong "grabs" the pinball via magnetism and launches it onto a long steel ramp, right back at the player. Another feature which is open to players of all skill levels is the "shooting stars". Located on the upper right playfield, this "cage" of spikes rises from under the playfield to save the ball before it drains.

Experienced players can go for a plunger skill shot which changes targets from game to game (targets represent baskets out of which the charmed snake may arise). They'll also enjoy the drop target and light-up target challenges, one of which sets up a disappearing ball feature leading to multiball play.

Operators will like the ease of service (no motors). "We added features that will attract players while minimizing service needs," said designer John Popadiuk. And pinball connoisseurs will love the vivid, highly stylized artwork, plus a soundtrack featuring a musical score combining classical and original music, customised speech and sound effects.

For more information contact your local agent. Now in stock.



## MAIDEN FLIGHT

Europe's largest indoor entertainment complex, London's Trocadero, has launched Virtual Glider, a new interactive VR hang gliding experience.

The Virtual Glider is the first attraction of its kind to open outside America. The unit was manufactured by Evans & Sutherland but will be operated by Family Leisure Ltd, owners of Funland FEC.



Players are launched into flight from a 150 story skyscraper, gliding through an imaginary futuristic city, using authentic changing gliding controls. Rather than using pre-recorded video graphics, the Liberty Image Generator produces high-density, real-time visuals enhancing the realism. Every experience is different as participants vary their flight path and steering motions.

## ASIAN RETAIL

The relative size of our market is put into perspective with this piece of news - The big Japanese retailer "The Daiei Incorporated" announced it had won agreement to open more than 10,000 shops and restaurants in China. The company will open:

- 300 comprehensive supermarkets

- 900 food supermarkets
- 4500 convenience stores
- 4500 restaurants

Another Japanese retailer, the Yaohan Group will open 1000 supermarkets and department stores across China in the next few years.

## SEGA CHANNEL

Sega's TV venture Sega Channel is now on air in Europe. Flextech Television is operating the channel under license from Sega of America, although Sega Europe is also involved in the project. For less than \$NZ22 per month, subscribers can download any of 25 games from an on-screen menu. They can also access services which include previews of upcoming releases.

## CAPCOM TO RE-OPEN EUR. BASE AMID CHANGES IN USA

Following the closure in May of its European base in Germany, Capcom looks to be on course for a renewed presence in Europe.

Word from Japan points to the imminent appointment of Mitchell Corporation's Roy Ozaki as Capcom's overall market strategist from Europe, while Capcom's European sales office in Düsseldorf also looks likely to re-open in late summer.

Capcom made no secret of the problems it experienced in the European marketplace last year. However, a reportedly strong lineup of video games, anchored by

3D beat-em-up Star Gladiator, seems to have restored confidence.

Meanwhile, change is afoot at Capcom's US subsidiary, Capcom Coin-Op. The company, whose president Michael Stroll was replaced temporarily in May by Ryuichi Hirata, has now appointed a new president, Minoru Sasatani.

Sasatani joins from Capcom Co in Japan where he was director of the overseas division. Ryuichi Hirata now returns to his duties as president of Capcom's American consumer company Capcom USA.

## TIPS ON HOW TO STAY STRESSED

### NEVER EXERCISE

Exercise wastes a lot of time that could be spent worrying.

### EAT ANYTHING YOU WANT

Hey, if cigarette smoke can't cleanse your system, a balanced diet isn't likely to!

### GAIN WEIGHT

Work hard at staying at least 25 pounds over your recommended weight.

### AVOID "WOO WOO" PRACTICES

Ignore the evidence suggesting that meditation, yoga, deep breathing and/or mental imaging help to reduce stress. The Protestant work ethic is good for everyone. Protestant or not.

### GET RID OF YOUR SOCIAL SUPPORT SYSTEM

Let the few friends who are willing to tolerate you know that you concern yourself with friendships only if you have time, and never have time. If a few people persist in trying to be your friend, ignore them.

## THOMSONS OFFERS SNOWBIRDS-EYE VIEW

Thomson Entertainment is giving air show spectators the opportunity to fly with The Snowbirds, the Royal Canadian Air Force display team. The opportunity presents itself in the form of a 14-seat mobile Ventura Motionride simulator that will tour with the Snowbirds throughout the United States and Canada this summer. Live film, shot from the cockpit of a Snowbird, is used in concert with three axis motion and sound effects to simulate the pilots' experience in practice sessions over Vancouver Island.



## REVISED SCHOOLS TERMS & HOLIDAYS FOR '97

The school terms and holiday dates for 1997, have been slightly amended. Term one begins on Monday 27 January and term four ends for primary schools on Wednesday 17 December and for secondary schools on Monday 8 December. These changes provide for the school holiday on Easter Tuesday and allow more days at the end of the year for schools to remain open if necessary.

This notice, given under Sections 65A to 65C of the Education Act 1989 sets the number of half days on which state schools must be open in 1997 and the terms and holiday dates for state schools in 1997.

### PRIMARY SCHOOLS

In 1997 each primary school must be open for instruction for 394 half days:

Term 1 Monday 27 January to Friday 11 April  
Term 2 Monday 28 April to Friday 4 July

Term 3 Monday 21 July to Friday 26 September  
Term 4 Monday 13 October to Wednesday 17 December or to a day in December which ensures that the school has been open for instruction for 394 half-days.

### SECONDARY AND COMPOSITE SCHOOLS

In 1997 each secondary and composite school must be open for instruction for 380 half-days.  
Term 1 Thursday 27 January to Friday 11 April  
Term 2 Monday 28 April to Friday 4 July  
Term 3 Monday 21 July to Friday 26 September  
Term 4 Monday 13 October to Wednesday 8 December or to a day in December which ensures that the school has been open for instruction for 380 half-days.

### HOLIDAYS

Schools will be closed in 1997 on Saturdays and Sundays Easter Tuesday (1 April) and the following public holidays:  
Waitangi Day Thursday 6 February  
Good Friday 28 March  
Easter Monday 31 March  
Anzac Day Friday 25 April  
Queens Birthday Monday 2 June  
Labour Day Monday 27 October

The day observed as Anniversary Day in the locality in which the school is situated

Where a board of trustees is satisfied that it is in the best interests of the students for the school it administers to be open on a Saturday or a Sunday, other than a public holiday observed on a Saturday or Sunday, the school may be open on the day.

## DAVID COPPERFIELD MEETS BUGS BUNNY

David Copperfield met Bugs Bunny at Warner Brothers Movie World in Australia and enjoyed his handful of card tricks. Copperfield visited the park with his mother and father on Mother's Day. Copperfield attended the park's Maverick Grand



Illusion Show, which features disappearances, levitation, and other magic. The park launched the show in September last year. Copperfield also rode the Lethal Weapon, the park's new suspended looping coaster.

## SEGAWORLD

Sega is pulling out all the stops to ensure its first mini hitech theme park outside Japan is a success. The Harrier Jump Jet, pictured here receiving a ticket for low flying, will hang in the Flight Deck area of Segaworld in London's Trocadero as part of the zone's extensive theming.



## OMNI USE CARD COULD ELIMINATE COINS



Believe it or not, there's an entire trade show devoted to electronic money and debit cards. It's called "CardTech SecurTech" and it took place in Atlanta recently. Hit of the show was a card technology that verifies your fingerprint. The maker, Comparator Systems of Newport Beach, California is so hot that their stock reportedly has traded more shares than any other in US history according to the LA Daily News. The show also highlighted the move toward replacing all the plastic cards now in your wallet with a single "everything card" which would hold all the data currently on your credit cards, employee ID cards, bank cards, health plan cards, frequent flyer cards, club membership cards, etc. As the newspaper said, "This could mean no more loose change jingling in your pocket; you would pay for even the smallest purchase with a card." The fall, Chase Manhattan Bank will test the "omni-card" idea in New York City with help from MasterCard, Visa and other banks. A former CitiCorp exec said consumer demand for convenience is driving all this.

# SPEED UP

## GAELOCO INTRODUCES FIRST DEDICATED DRIVER

The Spanish Company Gaelco based in Barcelona will soon introduce its first dedicated driving game entitled Speed Up.

Gaelco is no newcomer to driving games. They were the original developers of Gaelco World Rally which was the best selling PCB in 1993. The game was so popular that it was followed by a sequel in 1996 entitled World Rally 2. Inspired by the success of their World Rally series, Gaelco decided to develop their first dedicated driving game. They knew it wasn't going to be easy especially after the standards set by Sega with Daytona and Rally Champ. They knew that the game had to be competitive in terms of the quality of the graphics but the game play or philosophy also had to be unique.

Not only did this require unique software development but a whole new hardware platform had to be developed to run the game. It was a formidable task and challenge for the Gaelco engineers who spent more than 2 years developing the software and hardware systems for their new "Speed Up" game.

"We knew we could compete in terms of 3D graphic and texture mapping technologies but we had to have a game sequence that was new and unique" explained Gaelco Director Julian Goioca.

After a lot of soul searching and "think tank" sessions, the Gaelco design team came up with a "race qualifying" system.

Speed Up can operate as a single player game or linked with 2, 3 or 4 players. The number of cars in each race is operator selectable for 5, 6, 7 or 8 cars. This adjustment will vary according to the number of stations linked for each game.

The game is a car race featuring up to 8 well known European sports cars. The player's objective in each race is to achieve a position of 2nd last or better because at the end of each race, the last car is eliminated. Each race lasts 40-60 seconds and the degree of difficulty increases when there are fewer cars in every race.

If a player comes last in any race and therefore fails to qualify for the next race, there is an option of either buying in to stay within the existing race series or ending the game at that point in time.

This game sequence and philosophy is very challenging and provides an on-going incentive for the player to try and achieve the No.1 position.

Tests on location in Barcelona have shown that on average, players survive 3 race sequences giving an average game time between 2-3 minutes.

"Speed Up" also features a motor driven steering system providing the game with realistic steering wheel drag when turning and cornering.

Gaelco are very excited about Speed Up and are determined to ensure that it is packaged and presented correctly. They have decided to license a limited number of manufacturers

worldwide to produce the game to their exacting specifications. Gaelco have commissioned a special design team to come up with a cabinet which will make the game extremely conspicuous on locations.

Speed Up will be available in 3 models, a single player 29" monitor sit-down, a twin 2 player 29" monitor sit-down and a deluxe single player 50" sit-down.

Gaelco are planning a worldwide release of Speed Up on September 10th.

Location testing of the game commenced in Spain at the beginning of June and after 2 months, the results have been very encouraging. The indications are that the new Speed Up from Gaelco will be an outstanding game.





3401 N. California Ave., Chicago, IL 60618  
 (312) 961-1000 • Fax (312) 961-1060 • <http://www.wms.com>  
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## NEO-NEWS HOT PICK!

### KING OF FIGHTERS '96

With the escalating success of *KING '94*, then *KING '95*, it was inevitable that the next installment of the series entitled, *KING OF FIGHTERS '96* would come to fruition.

Building on the patented fighting engine of its predecessors, *KING '96* now includes more options than ever. Seven new characters have been added to offer more than 2,900 different team edit configurations. In addition, a Balance Adjustment option now exists. Finally, beginners to advanced players can fine tune their respective teams for the ultimate in action enjoyment! Other nuances, such as air blocking round off this premier effort by SNK's programming elite.

Friend or foe ... watch your back, because "THE KING OF FIGHTERS '96" tournament is every man for himself. Take no prisoners, it's killed or be killed.



**SNK**  
CORPORATION OF AMERICA

20603 Earl Street • Torrance, CA 90503  
 Tel: (310) 371-7100  
 Fax: (310) 371-0969

<http://www.neogeo-usa.com/>



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Contact your authorized  
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 or one of our Sales Offices  
 for more details.

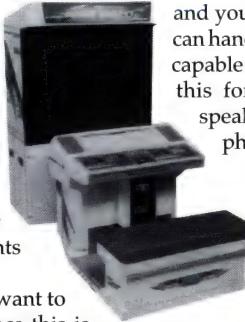
# GETTING KITTED OUT

Since the days of Mr Do the industry has been graced with conversion kits - kits that allow us to update our old cabinets and make money again. An it's a great concept, although to get the most out of a new kit certain guidelines should be followed.

Selecting a good cabinet is probably the most important part to the conversion. Of course, monitor orientation is essential too, but many conversion cabinets allow for easy changeover from horizontal to vertical and visa versa. If you are working with a cabinet with this feature, then you have no worries. But if you're working with a cabinet with a dedicated mounting for the monitor, then select the correct one for the kit.

#### MAKING A BIG IMPACT

Bigger is better in the game world and new kits almost always look better on a 25 inch screen as opposed to the older 20 inches. A good way to approach this is to look at the dedicated model of the game at your distributor and see what the components are.



While you're at it, you might want to look over the front panel as well, since this is another area of cabinet selection that gets overlooked. There must be enough room to install all the controls and I've found through experience that the front panel should always mimic the original. Players get used to the panel layout and find it uncomfortable to play when the controls are in the wrong place.

Appearance of the cabinet is important too. After all, no player wants to put money into a game that looks like it is going to eat his money, so painting or formica might be the answer to giving the cabinet a facelift. Fix any dents or chunks missing from the cabinet before putting a finish on it.

Moving on to power supply, it is essential that the one you use can provide the right voltages and has a high enough current rating to avoid burn out. The older games came with linear power supplies and may still have them in there. Many have been switched over to the familiar switching power supply, however. If you have a linear supply, consider either replacing it or cleaning it up, which would include searching for cracked solder joints and burnt components. Include the connectors used to hook it up in your examination and if the job looks to be a little too much, replace the whole thing with a switching power supply.

The cabinet wiring can be arranged in one of several ways. A new harness for the game board can be installed or the existing wiring can be used, with the latter becoming more of a realistic option since most cabinets are now wired for the JAMMA standard. Some kits come with auxiliary cables for extra controls and speakers, so use these to keep the wiring neat and properly dressed. Also, use lots of cable ties and clamps to keep wiring from flopping around and avoid splicing wires - or if you do, solder them and use heat shrink tubing for insulation. Keep the board wiring away from fluorescent fixtures, a/c wiring and flyback transformers.

Speakers are the last part of the equation and you should use a good quality speaker that can handle the output of the board. If the board is capable of stereo, consider taking advantage of this for extra impact and when wiring the speakers, make sure you keep both of them in phase. Wire speaker positive to game board positive and the same with negative connections.

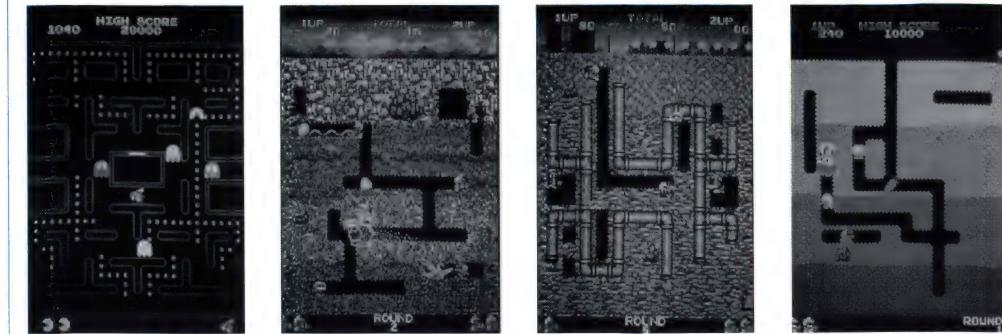
Make sure the marquee light works so the game stands out and take care to use all the mounting hardware to secure the logic board(s) to the cabinet - leaving them loose or not fully secured allows ICs to wiggle loose in their sockets and surface mount chips to break loose from the board. A couple of pennies spent now can save you an expensive repair later.

#### FINISHING TOUCHES

Finally, staple up a copy of the dip switch settings if the game has them, since throwing the manual in doesn't always work because service people (including myself!) are notorious for taking them out and never returning them.

All in all, if you follow these tips you will wind up with a nicer looking conversion that will generate more revenue than if it were slapping together. It will also require less service work so that you have more time to do the more "important" things.

If a problem is found with a game and the manufacturer provides a fix - DO IT! - even if your game doesn't yet exhibit the problem. The reality is that it's very difficult to get these kinds of updates a year or so down the road. Also, you will see more and more of this on the software end of things because the programming is getting more and more complicated and larger in memory size, allowing for more chances that it will have a glitch or bug in it. Good luck!



doing killer jumps, catapults, spins, etc) or "gate racing" mode (slice through target gates, dodging rocks and ploughing through deep snow in competition with other computer-control snowboarders). Players can also go for novice or advanced challenges and use the "view change" feature to shift from first-person to third-person perspective. We have the feeling operators will quickly develop very warm feelings toward this "cool" game.

Nostalgia for 15 year old coin videos has arrived in a big way (ops say they can't keep the old titles in the warehouse anymore) and right with the trend, Namco has devised a clever three-on-one "golden oldies" video compilation for those arcades and street locations where nostalgia rules. Namco Classics Volume 2 combines Pac Man, Rally X and Dig Dug onto a single PCB. Sold in kit form, it's an affordable and space-saving way to let players "return to those thrilling days of yesteryear". The version of PacMan which they're included offers 3D screens, a "dash zone" plus 23 varied mazes and background graphics for each level of play (cooperative or competitive, player's choice). Besides the original characters, new ones with new abilities to jump, dash and scatter dots are included.

The Rally X driver offers more realistic

graphics such as an "item check point" in each round. By grabbing the power-up icons, players can grow their cars to an enormous size and attack any rival car ... place bombs on the course ... briefly slow opposing cars ... and acquire bonuses, radar capability, greater speed etc. A special window helps players keep track of their power up status and what new icons are becoming available on the road ahead. Five different racing zones and 12 rounds of play (plus three bonus rounds) keep the action coming.

Namco's handsome texture-mapped fighter, Soul Edge, gets a "version II" update which retains the core gameplay - two players battle with weapons - but adds new selectable characters with choice of two fighting uniforms, plus new features like 3D attack and defense, "locked weapons" and new offensive and defensive moves. A new "time attack mode" lets players take on a specific, repeated order of characters and get a battery of computer-generated statistics measuring their performance after each match. Players will be able to spot the update versions of this game on location thanks to an onscreen logo of crossed swords and the words "ver. II."

For more information, contact your local agent.

"ASK ABOUT OUR FINANCE OPTIONS"  
CALL TOLL FREE 0800 TIMEOUT (846 3688)

Auckland/Northland: Bevin Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250

Central: Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Pg 0508 888-777 Fax 07 346-3784

Lower N/I: Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

South Island: Gary Walker Ph 03 338-1411 Fax 03 338-1410

# You Can't Do This At Home...



From the classics to the cutting edge, Namco has something for everybody on this summer's video menu. Followup to their global smash hit Alpine Racer is the snowboarding version Alpine Surfer, which arrives this month. They're calling it a "hi-tech, hi-touch" simulator - the System 22 hardware provides realistic 3D polygon graphics on the 50" monitor for stunning hi-tech, while the physical realism of balancing and shifting your weight on that snowboard control interface provides the hi-touch angle.

Players get choices, choices, choices in gameplay. They select one of two intense downhill courses ... and both move much faster than the original Alpine Racer. Players choose between "free boarding" mode (rip down the hill while

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# New Zealand News

In September we will release the following new products:

War Gods - Williams new fighting game (this time)

Neo Geo - King of Fighters '96  
Namco 50" Prop Cycle

Namco 50" Alpine Surfer

Arabian Knights pinball

Virtua Fighter 3 - either late this month or early in October

Gaelco - Speed Up Driver

New games available ex stock:

Time Crisis

Neo Geo Metal Slug

Area 51 kits

Fighting Vipers kits

Soul Edge 1

Alpine Racer 60"

All eyes are turned towards the Japanese Show that will be held over 12-14 September. It has been confirmed that at least six new drivers will be released (all using CG stage 2 hardware) as well as two more jet ski type games incorporating full jet ski bikes (this is in addition to the Konami unit currently in the market). New dedicated units are concentrating on the 50" format and a very elaborate presentation.

Capcom are expected to debut their new system incorporating a CD drive unit with one of the first games on this system expected to be Street Fighter 3. They will continue to provide new games for their existing system with at least a further three games this year.

Virtua Fighter 3 on CG3 hardware will have its official release and is expected to do better than the VF2 unit.

It has been confirmed that Daytona 2 will not be released until the new year (perhaps to debut at the London Show in January 97 or in February). A full review of this show will be

incorporated in next months edition.

Williams have come up with a great idea and are offering pinball upgrade kits that allow any owner of World Cup, Dirty Harry, Jack Bot or Flintstones to upgrade these units to a new Congo pinball. Contact your local agent or our 0800 TimeOut line for more details.

## AUCKLAND

Our new 0800 TimeOut sales number has started well despite some initial technical problems bought about by the Telecom strike. Give our sales team a ring on 0800 TimeOut (0800 8463688).

Congratulations to Matthew Gilligan and his new wife on their recent marriage. You will now find out about one thing in life that costs more than a Rally game to buy and considerable more to run Mat.

TimeOut Leisure technician Richard Pearce is looking forward to a 4 week holiday in the UK commencing early September. The holiday will incorporate some travel, the opportunity to catch up family in the UK and lots of drinking. We wish Richard well and look forward to his return with lots of prezzies, duty free cigarettes and booze for the staff.

## The Harrahs Sky Tower

Tower is now 262 metres (860 feet) above ground level as the last of the intermediary floors are poured, enabling construction of the mast section to begin soon. Tower opening is still on target for mid 1997 when it will become the 6th tallest tower in the world, towering over the likes of the Sydney Centrepoint Tower and the Eiffel Tower in Paris.



The staff at TimeOut Leisure were breathing easier on Wednesday 14th August as the Foodservice '96 Show was being dismantled.

A concerted effort on the part of all staff was rewarded with a successful show and everyone having fun for the 3 days. In addition to the TimeOut staff, commendations are given to Robert Briggs from Magenta Coin, Mike DeRuyter from Spacetec Coin and Gary Walker from Coin Cascade who all participated ensuring the success of the show.

#### PLANET HOLLYWOOD SIGNS ON FOR VISIT

A Planet Hollywood theme restaurant is set to open in Auckland as part of a major development planned for Queen Street. Sources yesterday confirmed that the celebrity run restaurant chain had signed a deal to open an outlet on a site adjacent to the Civic Theatre.

The conditional agreement, negotiated with an Australian investor backing the Civic project, has been a lightly kept secret since it was signed last month.

#### HAMILTON

With the opening of new premises in 17 Lake Road, The Pinball Co has found an increasing number of second hand pinball sale sand also operators continually bring machines in for regular servicing. Operators are finding that if given a full recondition once every six months their call outs are drastically reduced and their cash box takings are increasing. Income levels would appear to be on the increase again. The Pinball Co new telephone number is phone/fax 07 846-6676.

Within the Central North Island we have experiencing and dramatic increase in street machine takings, with the sites after the Cheaper Easier to play flying games. They tend to be going away from the Street Fighter style of game and the unruly element they sometimes attract. But also with cheaper flyer their out lay can be returned in 2-3 weeks of operation.

The recently held Food Service Hospitality Show was a great success for Quantum Pool with operators and location owners being very

keen on both the NZ manufactured pool tables and the recently imported Pot Black table. This was an excellent opportunity for people to inspect the tables and to ask questions regarding the product.

#### ROTORUA

With the ever increasing demand from the industry Robert Briggs has left his job within commercial real estate and will again take up full commitment to the Amusement Machine Industry. While being involved within commercial real estate Robert has learned an immense amount of knowledge and is better equipped for the professional approach that every operator has to take.

The Vanderleden Family from Taupo have relocated their arcade to Rotorua. The new location is two doors away from the previous location of Lunar Park and occupies approx 500 sq ft. This location is very close to the public bus depot and has a continuous pedestrian flow.

An unfortunate accident has seen the Briggs family cat CoCo paralysed from the back down. The family has been seeking professional advice from all people. We wish him the best of luck and a full recovery.

#### WANGANU

Skifields OPTIMISTIC AFTER SUCCESSFUL WEEKEND After a successful weekend on Mt Ruapehu, ski operators are optimistic that the season is finally coming right after the eruptions.

Whakapapa ski area marketing manager Scott Lee said about 2500 people enjoyed excellent weather and good snow conditions on Saturday. Yesterday's weather was not so good with periods of snow as well as poor visibility. About 800 people turned out.

Staff had noticed an increase of interest since the skifield reopened about 10 days ago.

Skifields on the mountain had been closed since Mt Ruapehu began erupting at the start of the season.

Mr Lee said numbers were building gradually. It had been almost two weeks since the mountain emitted any ash. "It's

store and for all their competition."

4. Fine tune the management ... Get experienced people on board because they can make even a standard product successful.

Don't underestimate your staff ... Given an exciting vision, plus responsibility they can exceed expectations.

Consider what percentage of your business is a result of breakthrough innovations. If it's less than 30% work on training up some ideas people. Set up a place where their ideas can be put into practice.

**Tip:** What you think is going to happen will happen. Trust your instincts. Ask for a 5% improvement, you'll get it. Ask for 80% and you'll get close.

5. To write a summary ... Start with a statement of what the company is seeking, in terms of funding. Continue with a clear definition of the market, the product and the company's management structure.

**Tip:** Keep it short, no more than two to three pages. Include summaries of end of year income statements for your performance to date and projections.

6. To prove your idea will work ...

Write enough detail to show your goals are achievable. Demonstrate you know how to sell, distribute and hire more employees. Show you know what kind of company you want to grow into.

State goals clearly so all your staff understand them and can apply them to their jobs. Hold regular meetings to review your business plan.

**Tip:** "Differentiate your product or service from the competition; explain clearly how you are better," says Dr Judy Britz, an overseas chief

operating officer of a biotechnological company.

7. Use good clear writing ... Make it interesting and smooth flowing. Organise your business plan so it has a table of contents, uses bullet points and short paragraphs. Make it a simple and straightforward document.

**Tip:** Set out your business idea so it is obvious.

8. Keep it short ... No more than 40 pages in length. Make it look interesting to read.

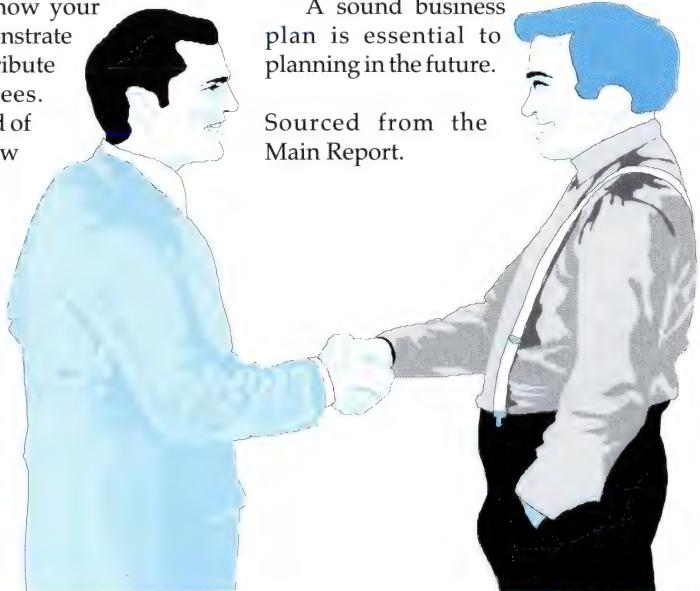
9. Keep it simple ... State why you need financing, what kind and how the investor would be repaid. Project where the business is going. Show that you have personally invested in your company.

10. Write the plan yourself ... If you need help, go to a consultant. This may cost a bit, but the consultant will point out the weak spots in your plan, help you find data and write ideas to suit your audience.

**Tip:** The planning process will show if your business is feasible. If you hire someone else to write it, they may invent something totally different for you.

A sound business plan is essential to planning in the future.

Sourced from the Main Report.



# ACCOUNTANTS CORNER

## PREPARING FOR A FUTURE IN BUSINESS

How to write a sound business plan that gets results

Writing a sound business plan is a pretty tall order. That's because it's like having 20 minutes to convince a stranger to invest in your business ... Meanwhile your company's future is on the line. While some business owners consider writing a plan as a lesson in torture, others regard it as an education for management. Let's talk about how to write a business plan that gets results and see what trends are appearing in the marketplace.

"It is a mistake to look too far ahead. Only one link in the chain of destiny can be handled at a time." Sir Winston Churchill.

### TOP BUSINESS PLAN WRITING TIPS

#### Ten Steps To A Plan That Gets Results

1. Set out your financial projections clearly ... Because this is where bankers and investors will begin and end their review of your plan.

Use a standard format and include summaries of your company's performance to date, its cash flow, as income-statement and balance sheet forecasts. Write a description of all your major line items.

**Tip:** The average banker may spend 20 minutes reading the numbers and two minutes on the executive summary ... So

make sure your business idea is explained clearly.

2. Research the market in detail ... Show you know your customers. State the size of your market and who you are appealing to.

Indicate the number of potential customers you can reach through marketing and promotions. Find out if there is room for your business idea in the market.

Be innovative, but realise innovation is a major change not just a variation on a theme, says columnist Louis Patler.

"It's not just polishing the stone. It's the introduction of a new stone, which others may subsequently polish."

**Tip:** It is the marketing which counts no matter how brilliant the product. Also, consider tomorrow's customer. What will the markets and new technologies be like?

3. Investigate the competition ... Get their prices and promotional materials. Learn about their product and find out how successful they are. How many employees do they have and what do their finances look like?

Organisations which are likely to succeed will be the ones that appreciate: flexibility, diversity, integrity, cooperation and innovation, says Louis Patler.

**Tip:** Betsy Cooksey, an overseas director of a small business centre says she has seen people get loans because, ... "they knew their industry so thoroughly they could quote costs and sales per square foot for their

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**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

**South Island:** Gary Walker Ph 03 338-1411 Fax 03 338-1410

looking very positive."

Turoa ski area information supervisor Mark Sheridan was unable to give any attendance figures but said there was a good crowd on Saturday.

### GISBORNE

**I**t was great to have Ken and Cainin up from Wellington to experience some of Gisbornes great fishing and to extract some expert knowledge from them on Pinball fishing and how to put more money in our pockets.

Yes the shark was huge especially when it swims on its back and exposes its rows of razor sharp teeth. And yes we did throw it a steel trace with a large bait and yes after several looks at Ken and Cainen decided the bait would be better eating.

It devoured the bait with a huge splash, the reel screamed and Cainen yelled, I've f.....g hooked the brute. But alas the super strong knot devised in Wellington never to slip, did slip.

By now the shark was angry and it came back from some more treatment. Having no more line left the Wellingtonians decided to gaff it. More of this exciting sequel in next months issue ...

### WELLINGTON

C oastlands Mall at Paraparaumu have recently upgraded their three cinema multiplex to a four cinema multiplex. Management had planned the fourth cinema when the multiplex was built 14 months ago but it had always been an optional extra depending on how well the multiplex performed obviously then it has been a success and now with a fourth cinema they are able to offer their customers more variety of movies.

R on Newth of Lunar Park Arcade Wellington has been off work recently with a bad back. He didn't do it moving heavy games however. It happened when his "Ferrari" conked out in his drive at home and rather than leave his pride and joy to the mercies of local youth he backed up and pushed it the rest of the way in himself. Life's tough Ron, we wish you a speedy recovery.

F or the second time in as many months a TimeOut Arcade has been robbed. In the first

robbery police arrested a staff member and two friends after finding the loot stashed above the showers in their hotel. At the time of going to press two of the thieves had been dealt with by the courts. The staff member received 15 months suspended sentence plus 9 months periodic detention and his mate got 15 months in jail.

In the following burglary youths broke into the TimeOut Arcade in Lower Hutt by pulling the iron off the roof and dropping to the floor. The security company claimed that Telecom's lines were down at the time which seemed rather convenient for them as they did not respond at all. After a two hour rampage through the arcade a nearby shop called the police and three of the burglars were caught when they smashed the large glass door trying to escape. The police estimate there must have been up to 8 burglars. Those caught were 17 years old a fact which gladdens our heart as they have just passed the magic age of 16 were neither police nor the courts can do anything but give them a slap on the hand under the ridiculous youth laws presently operating in New Zealand, you're 17 years old now boys, the party's over.

### TIMARU

**A** new Hoyts multi theatre has been started and is due to open later this year.

### QUEENSTOWN

**C**ongratulations to Steve Brown on his recent engagement. He now has a new business partner after teaming up with Mike Mann to create a new coin-op company "Dr Bobs" and a new life partner. What a busy time.

### DUNEDIN

**A** busy month coming up with Trevor away to England to spend some time at trade shows. Hopefully the new factory/showroom will be up and running by the time you get back.

**ALL PRICES IN THIS MAGAZINE  
ARE EXCLUSIVE OF GST**

## LAI GOES VR

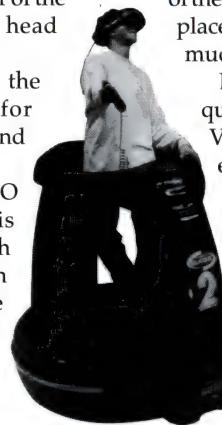
Australian based Leisure and Allied Industries, the largest manufacturer, importer, distributor and operator of interactive entertainment machines in Australasia, signed an agreement last month with Virtuality Limited, the UK based inventor and developer of the Virtuality Reality System using head mounted displays (HMD).

The agreement gives LAI the exclusive distribution rights for Virtuality products in Australia and New Zealand.

Mr Malcolm D Steinberg CEO for the LAI Group said that his company's relationship with Virtuality Limited provided an excellent opportunity to apply the marketing technique which had made them the most successful operator and distributor of interactive games in the world.

"There are only 2 companies internationally that give distributor awards, Williams and Namco and we have won the best distributor awards consistently over the last few years" said Malcolm Steinberg.

"Our marketing philosophy is to add a



substantial amount of value to the product, advertising, promoting and marketing. We are the only distributor in the industry that recognises that the game player is the true customer and if that customer is not fully aware of the products that are available in the market place, there is little opportunity to create much demand," explained Mr Steinberg.

LAI believes that future demand for high quality sophisticated products such as Virtuality will increase if the "out of home" entertainment industry is going to compete successfully with consumer products.

Mr Mark Vanstone, Sales Director for the Virtuality Group said his company was looking forward to their relationship with LAI. "We fully endorse LAI's marketing philosophy which is ideally suited for the development of our product line in Australia and New Zealand," said Mr Vanstone.

LAI will also work very closely with Virtuality using its vast market experience to help develop new products in the future. They will also develop software for Virtuality Systems.

## TOLL FREE SERVICE

In recognising the importance of your enquiry and the need for a clear and logical answer, the TimeOut Group offers you yet another way to take advantage of our comprehensive range of products and services which include:

- PCB Conversion Games • Dedicated Simulators • Neo Geo Motherboards & Cartridges • Pinballs
- Redemption Pieces • Complete Cabinets - 25", 38" and 50" • A comprehensive range of toys
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## JAPANESE GAME MACHINE

### CONVERSION GAMES

1. Sega "Last Bronx"
2. Sega "Decathlete"
3. Capcom "SF Alpha 2"
4. Konami "Hyper Athlete"
5. Sega "Virtua Fighter 2"
6. Capcom "Super Puzzle 2"
7. Namco "Tekken 2"
8. Sega "Virtua Striker"
9. Vid.Sys. "Mahjong Final ..."
10. Konami "Run & Gun 2"

### DEDICATED GAMES

1. Sega "Gun Blade"
2. Sega "Virtual On"
3. Namco "Time Crisis"
4. Sega "Rally Champ"
5. Namco "Ace Driver"
6. Sega "Virtua Cop 2"
7. Namco "Rave Racer"
8. Namco "Point Blank"
9. Namco "Alpine Racer"
10. Sega "Daytona USA Twin"

### PINBALLS

1. Williams "Congo"
2. D.East "Jurassic Park"
3. Sega "Frankenstein"
4. Sega "Batman Forever"
5. Williams "Roadshow"



## AMERICAN TOP 60 VIDEO & PINBALL

1. Sega "Daytona USA"
2. Midway "Cruisin' USA"
3. Namco "Time Crisis"
4. Atari "Area 51"
5. Namco "Alpine Racer"
6. Merit "Megatouch IV"
7. Bally "Attack From Mars"
8. Midway "NBA Hang Time"
9. SNK "Metal Slug"
10. Sega "Sega Rally"
11. Incred.Tech "Golden Tee 3D Golf"
12. Sega "Manx TT"
13. Namco "Tekken 2"
14. Merit "Megatouch"
15. Namco "Lucky & Wild"
16. Dynamo "Solitaire Challenge"
17. Bally "Theatre of Magic"
18. Taito "Bust-A-Move Again"
19. Sega "Indy 500 Twin"
20. Bally "Addams Family"
21. Sega "Outrunners"
22. Micro "Magical Touch"
23. Namco "Suzuka 8 Hours"
24. Midway "Killer Instinct 2"
25. Sega "Virtua Cop 2"
26. Dynamo "Tournament Solitaire"
27. Sega "Twister"
28. Namco "Ace Driver"
29. Namco "Cyber Cycles"
30. Namco "Soul Edge"
31. Capcom "Dungeons & Dragons 2"
32. Williams "SafeCracker"
33. Bally "Who Dunnit"
34. Konami "Run & Gun 2"
35. Sega "Apollo 13"
36. Sega "Virtua Fighter 2"
37. Namco "Ridge Racer"
38. Atari "COPS"
39. Capcom "SF Alpha 2"
40. Incred.Tech "World Class Bowling"
41. Williams "Star Trek TNG"
42. Namco "Point Blank"
43. Bally "World Cup Soccer"
44. Sega "Virtua Cop"
45. Williams "Roadshow"
46. Atari "T-Mek"
47. Worldwide "Strikers 1945"
48. SNK "Turf Masters"
49. Capcom "Break Shot"
50. Namco "Tekken"
51. Midway "Killer Instinct"
52. Konami "Lethal Enforcers II"
53. Capcom "Pinball Magic"
54. Midway "Open Ice"
55. Sega "Goldeneye"
56. Williams "Congo"
57. Premier "Mario Andretti"
58. Williams "Jack Bot"
59. Bally "Twilight Zone"
60. SNK "Bust-A-Move"



# CHA

## TIME OUT NEW ZEALAND

### CONVERSION GAMES

1. Capcom "SF Alpha 2"
2. Midway "NBA Hang Time"
3. Capcom "D&D"
4. Capcom "SF Alpha"
5. SNK "Metal Slug"
6. Namco "Tekken 2"
7. Taito "Puzzle Bobble"
8. Fabtek "Raiden II DX"
9. Midway "Killer Instinct 2"
10. Sega "Virtua Fighter 2"

### DEDICATED GAMES

1. Sega "Sega Rally"
2. Namco "Time Crisis"
3. Sega "Gunblade"
4. Sega "Virtua Cop 2"
5. Sega "Daytona"
6. Namco "Alpine Racer"
7. Namco "Point Blank"
8. Sega "Virtua On"
9. Namco "Ace Driver"
10. Namco "Cyber Cycles"

### PINBALLS

1. Williams "Arabian Nights"
2. Williams "Attack from Mars"
3. Gottlieb "Barbwire"
4. Sega "Apollo 13"
5. Sega "Batman"



## TIMEZONE

### CONVERSION GAMES

1. Sega "Last Bronx"
2. Sega "Die Hard"
3. Namco "Point Blank"
4. Sega "Decathlete"
5. Midway "NBA Hang Time"
6. Sega "Sonic Fighter"
7. Sega "Virtua Striker"
8. Capcom "SF Zero 2"
9. SNK "Metal Slug"
10. Namco "Tekken 2"

### DEDICATED GAMES

1. Konami "Jet Wave"
2. Namco "Time Crisis"
3. Sega "Gunblade"
4. Konami "Crypt Killer"
5. Sega "Daytona USA Twin"
6. Namco "Alpine Racer"
7. Sega "Rally Champ"
8. Namco "Prop Cycle"
9. Sega "Virtua On"
10. Sega "Virtua Cop 2"

### PINBALLS

1. Williams "Arabian Knights"
2. Bally "Safe Cracker"
3. Bally "Attack from Mars"
4. Williams "Johnny Mnemonic"
5. Williams "Congo"
6. Bally "Who Dunnit"
7. Bally "Indy 500"
8. Bally "Theatre of Magic"
9. Bally "No Fear"
10. Williams "Jackbot"

### PRIZE REDEMPTION

1. Jaleco "Spider Stompin"
2. LAI "Ticket Tickets"
3. Jaleco "Spider Splattin"
4. ICE "Cyclone"
5. LAI "Mouse Attack"

## PLAYMETER

### DEDICATED GAMES

	LONGEVITY POINTS
1. Sega "Daytona USA"	1366
2. Midway "Cruisin' USA"	1224
3. Namco "Time Crisis"	227
4. Namco "Alpine Racer"	459
5. Midway "NBA Hang Time"	102
6. Sega "Sega Rally"	432
7. Sega "Manx TT"	205
8. Namco "Lucky & Wild"	1180
9. Dynamo "Solitaire Challenge"	1003
10. Sega "Indy 500 Twin"	182

### CONVERSION GAMES

	POINTS
1. Atari "Area 51"	447
2. Merit "Megatouch IV"	165
3. SNK "Metal Slug"	102
4. Incred. Tech "Golden Tee 3D Golf"	383
5. Namco "Tekken 2"	551
6. Merit "Megatouch"	494
7. Taito "Bust-A-Move Again"	219
8. Merit "Magical Touch"	230
9. Dynamo "Tournament Solitaire"	219
10. Namco "Soul Edge"	232

### PINBALLS

	POINTS
1. Bally "Attack From Mars"	217
2. Bally "Theater of Magic"	757
3. Bally "Addams Family"	2804
4. Sega "Twister"	34
5. Williams "Safe Cracker"	30
6. Bally "Who Dunnit"	219
7. Sega "Apollo 13"	202
8. Williams "Star Trek TNG"	1439
9. Bally "World Cup Soccer"	899
10. Williams "Roadshow"	650

### REDEMPTION

1. Plant Earth "Dino World"
2. Bomley "Colorama"
3. Seidel "Coin Rollin"
4. ICE "Cyclone"
5. Fun Merchants "Rage in the Cage"

# GAME ROOM

### STARTING A REDEMPTION OPERATION

Many factors contribute to a successful redemption operation - proper equipment choice, correct percentages, coherent merchandise purchasing and handling, great display, and fantastic guest service. But at the start of the operation, the most important step is to choose the correct mix of redemption equipment, making sure that the factors of length of play, variable payouts, and mix of game type are balanced with respect to the clientele.

Additional variables such as merchandise purchasing, prize counters, and display will be covered in future columns.

### CHOICES OF EQUIPMENT

Operators can choose from several different types of redemption equipment in creating a redemption operation. These include the familiar alley games such as Skeeball, tossing games, whacking games, pushers, rolldowns, token action games, sports games, video redemption pieces, shooting games, and assorted novelty games. This is a large selection and can be confusing to those who are not familiar with the equipment.

The largest selections are available in token action and sports games categories. Token action games are those games where the coin itself is used to create game play by tossing, rolling, or shooting the coin into the game arena. These games have high earnings and give high payout in tickets, but be careful not to load up on this type of games, as guests can spend their money quickly (and not have much fun).

Most sports style games are those in which the player plays a sport such as basketball (the common type of sports game), football, or baseball. These games are great, as everyone has some idea of how to play; and they can create a real spirit of competitiveness among guests.

As always, clientele should be the determining factor in equipment choices. A high percentage of children will call for more kiddie games, whacking games, and novelty games. A high percentage of students (high school or college) will call for more sports games. Older guests tend to favour rolldowns (not necessarily for the game play, but often for the seats that come with such games).

Most of the other classes of games have a wide appeal that transcends age groups. As many types of games, such as token action games or pushers, have styles of game play that are so standardised that different titles are simply themed

differently. A good operation has a mix of all types.

### VARIABLE PAYOUTS AND ENTERTAINMENT VALUE

Merchandise redemption drives a redemption operation. And tickets drive the redemption of merchandise. So the machines must dispense tickets in proportion to the score that the player achieves for maximum success. Some states have legislation that requires that all equipment dispense the same amount of tickets. In other states, however, ticket payout should reflect the relative time of play and entertainment value received in relation to the other pieces of equipment offered at the facility.

To simplify, games that are really fun to play, or that take a considerable time to complete, should pay out less tickets than other games which may not be as fun or have a shorter average play time.

This balancing of payout is more an art than a science; the payouts should change over time as equipment changes, and as the players get better at playing the games. Remember that redemption equipment rewards the player for playing well, and over time players will get better at the games they enjoy. Balancing payouts is an ongoing process that needs constant supervision.

Check payout percentages on a weekly basis. Have all tickets logged into each machine, and calculate the individual ticket payout of each machine by comparing cash or token income to tickets dispensed. Much of the information needed is available from the individual machine metering systems. Log and chart the payouts for comparison over time.

### TYPE OF OPERATORS

The type of operation and clientele will dictate a facility's operating mode. Tourists require a much lower payout than a local audience. Tourists generally do not have time to comparison shop of redemption value. Local guests, however, look for value, and are more likely to go to a competitor if they feel that they can win more tickets there. Ticket payouts can vary from 18 percent to as much as 35 percent between these kinds of operations.

Whatever your operation, maintain your equipment in top shape to satisfy every guest. Modify your game room composition in terms of type of equipment and ticket payout over time, and give your operation a fresh look and feel for continued success.

Courtesy, Michael Betlan



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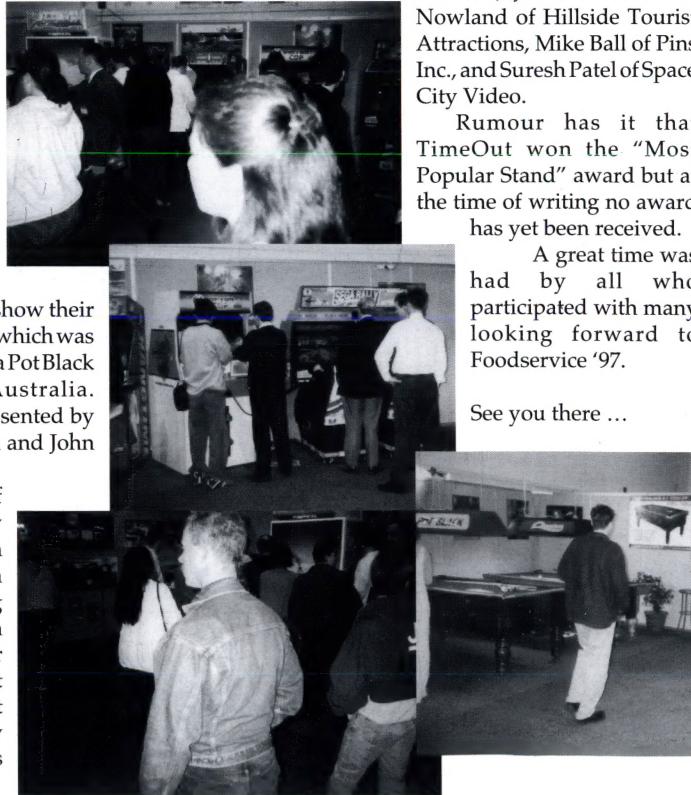


The recent Foodservice '96 Show that spanned 3 days from Sunday 11th till Tuesday 13th August attracted some 11,000 people from throughout both the Hospitality and Food related industries. Those that attended were exposed to a broad range of products, demonstrations and services from the 190 exhibitors whose wares ranged from food products, beverages, cooking equipment, knives, vending machines and packaging systems through to linen, laundry equipment, display systems, signage, labeling equipment, juke boxes, pool tables and amusement machines.

The TimeOut Group stand #311 hosted the latest in coin operated amusements for bars and clubs and feature; a 60" Alpine Racer, 26" Twin Sega Rally, 26" Virtua Cop 2, NBA Hangtime and Arabian Knights, the latest pinball from the Williams stable. The TimeOut stand was ably supported by Robert Briggs from Magenta Coin, Mike DeRuyter from Spacetec Coin, Gary Walker from Coin Cascade and the staff of TimeOut Leisure.

Quantum Leisure who shared the stand with the TimeOut Group had on show their proprietary Quantum Table, which was suitably complimented with a Pot Black Table imported from Australia. Quantum Leisure was represented by Gary Watson, Dennis Heath and John Stewart.

The variety of machines presented by TimeOut attracted attention from all quarters with both the young and not so young lining up to play all, in particular the Alpine Racer and Sega Rally Twin. It is yet to be confirmed that the most common activity at the show (other than eating) was Alpine racing!



The other exhibitors in particular those offering food products, rekindled the forgotten practice of barter where food was traded for entertainment. Tip Top, Moffat, National Vending and Vending Systems are to be mentioned in particular for their kind donations of pies, bread and hot coffee.

Noted among those who attended were; Ken & Norma Cumming of Cumming Amusements in Kawakawa, Kevin Grundy and David Blackall of TimeOut Marketing, Beverly Saxon of SuperFun, Yoko Takamatsu of K & U Co. Ltd, Grant Davidson and Paul Vasey of Music Makers (NZ) Ltd, Kenny, Mossie and Michelle of Kenny's Bar & Grill, Tony Samson of Kats 1 Entertainment, Phil Ward of Phil Ward Enterprises, Howard Johnson and Wayne of HC & B Johnston Limited, Jeff and Lorraine Nowland of Hillside Tourist Attractions, Mike Ball of Pins Inc, and Suresh Patel of Space City Video.

Rumour has it that TimeOut won the "Most Popular Stand" award but at the time of writing no award has yet been received.

A great time was had by all who participated with many looking forward to Foodservice '97.

See you there ...

# AUCKLAND AIRHOCKEY CHALLENGE

Malcolm Den Boogert recently left Stages after three years employment. Malcolm, the centre supervisor, will be greatly missed, Stages and Auckland Coin wish him well for his wordly endeavours. Congrats to Ben for his promotion into Malcolm's slot, and welcome to our new staff Nick, Phil and Sam.

What a worry ... MAF are to conduct aerial pest control runs early in the morning over Auckland. Authorities tell us that the organic pesticide kills only the forest devastating white tussock moth. Eastern suburbs of Auckland will be the target of this aerial spraying programme due to commence in September. What's next?

We are in the process of overhauling our two Cyber 1000 fully immersive Virtual Reality units. We will be re-releasing them into Stages in September after a years absense. More emphasis will be placed the game "Legend Quest" which has to date not been experienced by many Aucklanders.

The official word is that Stages is to relocate before the councils vacation date of November 24th. Secrecy surrounds Aucklands City's controversial Britomart project that forces us out. The Auckland City Council is negotiating with the Britomart developer, NatWest Markets Australia but says it cannot release details at this stage on the Transport Centre because of commercial sensitivity. Mayor Les Mills expects negotiations to be finished about the start of October, and the matter should go before the city council around the middle of the month. Full details will be revealed to the public then. Changes are certainly afoot here in Auckland. As they say "full steam ahead!"

Winter has seen Stages conduct a number promotions. More recently we took part in the annual Coco Cola Youth Expo. The four day event

focused on career and lifestyle opportunities and attracted over 40,000 greater Auckland high school students. TimeOut involved in the lifestyle pavilion. This pavilion aimed to teach the students about the importance of balance between work and play. According to Adam Parore "working hard and playing hard is the key to success." Play hard we did!, on three Airhockey tables we held 200 groups of 8 in elimination style competition rounds, this equated to 1600 competitors over the promotion period. Just for entering the competitors received peanut slabs, round one winners received cans of Coke, and two winners received a Marvel comic pack and final winners received a Zeal cap. A big thanks to all involved especially Whittakers, Coca Cola, Marvel Comics and Zeal for their generous support.

Because of the success of the TimeOut Airhockey Challenge in Auckland, Coke invited us to repeat the exercise at the inaugural Wellington event. Once again we pumped through the punters, giving away all the goodies from our Auckland sponsors. The Prime

Minister Jim Bolger paid our stand a visit, challenging his personal assistant, Jim demonstrated that Airhockey was not one of his strengths. I love the cheesy way politicians present themselves, Jim looks like he went to smiling school! We also received a visit from the Health Minister Jenny Shipley. Helen Clark was a no-show after a twenty minute wait. National certainly gained points in my book for the interest they

demonstrated at this youth oriented event. Thanks to Mike and the boys for their assistance. Despite the way people say Wellington's a great town. Absolutely, positively Wellington indeed.

We are currently compiling a catalogue of posters and artwork we have produced on various games. Please contact me at Stages 09 307 2422 or 021 63 66 69 if you are interested in viewing this catalogue with the view to purchase some of the material.

